

## Message Text

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PAGE 01 STATE 189218

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ORIGIN SS-15

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DRAFTD BY S/S-O:DMORAN

APPROVED BY S/S-O:PJOONSON

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FM SECSTATE WASHDC

TO USCINCEUR IMMEDIATE

S E C R E T STATE 189218

EXDIS MILITARY ADDEE HANDLE AS SPECAT EXCLUSIVE

FOLLOWING REPEAT AMMAN 5394 ACTION SECSTATE AUG 9.

QUOTE: S E C R E T AMMAN 5394

EXDIS

DEPARTMENT PASS DOD/ISA AND USCINCEUR SPECAT EXCLUSIVE

E.O. 11652: GDS

TAGS: MASS, JO, US

SUBJECT: HUGHES AIR DEFENSE SEMINAR

REFS: STATE 184176 AND 185233

1. DOSCH (REFTELS) ARRIVED IN AMMAN MORNING AUGUST 9. HE EXPLAINED HE DID NOT KNOW REASONS FOR CANCELLATION OF SEMINAR AND COULD NOT TELL US. HE THEN SAW RJAF CHIEF OF STAFF ABOUD (JAF CHIEF OF STAFF BIN SHAKER WAS UNAVAILABLE) AND EXPLAINED THAT HUGHES COULD NOT PROVIDE SEMINAR. HE AGREED WITH DATT AMMAN THAT HE WOULD TELL ABOUD THAT HUGHES OVEREXTENDED AND COULD NOT TAKE ON THE BUSINESS.

2. AT APPROXIMATELY TIME DOSCH WOULD HAVE FINISHED WITH ABOUD, CHIEF OF STAFF CALLED DATT AND ASKED  
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PAGE 02 STATE 189218

WHAT WAS GOING ON? DATT EXPLAINED EMBASSY AND

USG HAD MADE MAJOR EFFORT WITH HUGHES OVER PAST WEEK TO NO AVAIL. BUT WE WERE INVITING HUGHES' COMPETITORS LITTON AND ITT TO COME TO JORDAN TO INSURE THAT BRITISH (MARCONI) HAD COMPETITION IN COMMAND AND CONTROL AREA AND HOPEFULLY ALSO TO PROVIDE SOME BACKGROUND TO SENIOR JAF OFFICERS ON BASIC AIR DEFENSE.

3. WE DO NOT BELIEVE THAT GOJ WILL, WHEN IT THINKS ABOUT THE QUESTION, SO GLIBLY DISMISS FACT THAT OTHER INFLUENCES (ISRAELI) MAY HAVE BEEN INVOLVED. (UNFORTUNATELY, FOR WHATEVER REASON MAY EXIST DOSCH --PROTECT-- HAS ALSO LED US BY INFERENCE TO SOMETHING OF THE SAME CONCLUSION. DOSCH IS NOW STRIDENTLY LAMENTING A LARGE FUTURE LOSS IN ARAB BUSINESS FOR HUGHES BECAUSE OF THIS FIASCO.) AT THE VERY LEAST HUGHES IS UNDER A CLOUD HERE.

4. I EXPECT IN NEXT 24 HOURS TO BE SEEING KING. IN HIS PRESENT STATE OF UNEASE ABOUT ALL OF THE AIR DEFENSE BUSINESS, WHICH IS REFLECTED DAILY IN HIS TALKS TO THE PRESS, I FEEL SURE THIS LATEST GLITCH WILL COME UP. I WOULD BE GRATEFUL FOR FILL-IN FROM DEPARTMENT ASAP ON WHAT HUGHES HAS OFFERED AS ITS COMMERCIAL REASONS FOR BOWING OUT.

5. IS THERE ANY CHANCE, FAILING PRIVATE COMPANY COOPERATION, WE CAN USE DOD COMMAND AND CONTROL TEAM SCHEDULED TO ARRIVE AUGUST 20 TO CARRY OUT THE SEMINAR IN THEIR AREA OF EXPERTISE. JORDAN IS PAYING THE BILL FOR THIS TEAM AND THEIR ARRIVAL IS TIMELY. THIS WOULD NOT PROVIDE THE US COMMERCIAL COMPETITION WITH MARCONI THAT JAF (AND WE) THINK MARCONI REQUIRES, BUT IT WOULD HELP TO SALVAGE SOMETHING AT A TIME WHEN EVERY EXTRA ROCK OF THE BOAT ADDS TO INCREASING NERVOUSNESS AND CONCERN IN HIGH PLACES HERE. PICKERING UNQUOTE KISSINGER

SECRET

NNN

## Message Attributes

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